

**INFORMA**

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USIA Proposals to Non-Soviet Siemens-Schuckert

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1. [redacted] Dr. Dax, head of the Siemens-Schuckert office in Innsbruck, informed the central office of Siemens-Schuckert in Vienna I, Nibelungengasse, [redacted] that Ingr. Friedrich Tupy of USIA-controlled Siemens had visited him, following a business trip [redacted]. Tupy admitted having attempted in vain to establish relations between USIA and electrical companies [redacted]. He then offered Dax the agency for disposing of several hundred USIA-produced electric motors in the Tyrol and Vorarlberg; failing this, Tupy requested the names of concerns in these provinces interested in the purchase of such articles. Dax refused on both counts, pending permission from his central office to enter into negotiations with Tupy. [redacted] USIA-produced electrical goods from Soviet-controlled Siemens-Schuckert have not sold readily to Austrian consumers.)

2. [redacted] one Appel, Tupy's representative, called on Director Johann Zehetner in Nibelungengasse to seek an agreement between the USIA-controlled plants and the central office. He stated that the USIA Electrical Industry Division, Vienna I, Fleischmarkt 1, would be dissolved before long, and that the Soviet-administered Siemens-Schuckert works would take over their own buying and selling activities. [redacted] Comment: The reference is probably to the Buying and Selling Office of the USIA Electrical Industry Division.) However, since it was known that the Siemens central office had a highly developed sales organization already functioning, it was proposed to offer this office the distribution of all USIA production. Appel made three offers, the last providing that Siemens Nibelungengasse take over sales of USIA production at cost price plus a 25% markup to cover variable administrative and overhead costs, the entire amount to be paid in Austrian schillings. Zehetner, however, refused to give a direct answer, postponing his reply until 31 March 1947. [redacted] Comment: It is almost certain that Zehetner will not commit himself to Appel, but will first inform the appropriate section of the Ministry for Trade and Reconstruction, and, if he receives their approval, will then demand to carry on discussions with the Soviet principals rather than with Appel.)

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